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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 4, May 1986

SOUTHWESTERN REGION (SWPA)

University of Arkansas - Fayetteville
Baylor University
East Texas State University
Grambling State University
University of Houston
Lamar University
Louisiana Technological University
North Texas State University
Oklahoma State University
Oklahoma State University - College of Engineering
University of Oklahoma
Southern Methodist University
Southern University - Baton Rouge
Texas A & I University
Texas A & M University
Texas Technological University
University of Texas at Arlington
University of Texas - Austin-College of Business Administration
University of Texas - Austin-College of Engineering
University of Texas - El Paso

The 183 placement offices at the 161 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Southwestern region.

The data are based on salary offers made to students graduating between September 1, 1985, and August 31, 1986. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (April 12 through May 9) and cumulatively (September 1 through May 9). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/12/86 THROUGH 5/9/86							CUMULATIVE PERIOD 9/1/85 THROUGH 5/9/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	52	1020	$1905	$1766	$2000†	$1958†	$1688	832	5127	$1914	$1768	$2017†	$1958†	$1750
Business Administration & Management	19	461	1476	1622	*	*	*	128	1252	1632	1629	2083	1542	1300
Management Information Systems	5	101	1634	1905	*	*	*	97	451	2000	1908	2250	2050	1600
Marketing & Distribution	47	539	1503	1605	1750	1500	1242	207	1288	1582	1598	1916	1542	1250
HUMANITIES & SOCIAL SCIENCES														
Economics[2]	2	179	1938	1826	*	*	*	15	401	1702	1805	*	*	*
Humanities	3	121	1380	1570	*	*	*	15	309	1395	1540	*	*	*
Social Sciences	+	151	+	1656				14	416	1474	1596	*	*	*
ENGINEERING														
Aerospace & Aeronautical	9	117	2323	2341	*	*	*	51	386	2260	2305	2510	2300	2000
Chemical	14	214	2387	2425	*	*	*	175	1045	2498	2450	2625	2500	2250
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	7	277	1985	2017	*	*	*	199	891	2014	2009	2250	2000	1829
Electrical (incl. Computer Engrg.)	43	1437	2376	2390	2508	2400	2283	541	4741	2312	2352	2535	2375	1931
Geological	+	12	+	1828				+	24	+	1966			
Industrial	15	202	2200	2285	*	*	*	88	761	2170	2263	2400	2233	1750
Mechanical	55	693	2366	2355	2517	2400	2165	357	2514	2321	2321	2570	2375	2000
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	+	49	+	2327				2	167	2450	2330	*	*	*
Mining & Mineral	+	7	+	2205				+	10	+	2097			
Nuclear (incl. Engrg. Physics)	+	19	+	2322				1	69	2000	2287	*	*	*
Petroleum	17	54	2727	2694	*	*	*	173	246	2741	2755	2900†	2833†	2350
Engineering Technology	25	90	2168	2177	2370	2200	1690	107	400	2168	2204	2366	2200	1800
SCIENCES														
Agricultural Sciences	+	20	+	1516				33	107	1635	1572	2025	1559	1200
Allied Health Professions	+	6	+	1681				1	44	2000	1727	*	*	*
Biological Sciences	2	15	1422	1558	*	*	*	2	40	1422	1564	*	*	*
Chemistry	+	33	+	1999				12	98	2069	1965	*	*	*
Computer Science	47	555	2050	2217	2420	2080	1504	199	1845	2139	2209	2416	2166	1833
Mathematics	5	102	1921	2031	*	*	*	10	276	1924	2068	*	*	*
Other Physical & Earth Sciences	+	28	+	2309				15	80	2179	2060	*	*	*
Totals	367	6502						3274	22988					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.
† The 90th and 50th percentiles are close in value because of a clustering of offers.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY OCCUPATIONAL TITLE FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 4/12/86 THROUGH 5/9/86							CUMULATIVE PERIOD 9/1/85 THROUGH 5/9/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
ADMINISTRATIVE & MANAGEMENT														
Accountants & Auditors	52	1000	$1905	$1759	$2000[†]	$1958[†]	$1688	823	5062	$1921	$1767	$2041	$1958	$1790
Business Administration	8	102	1522	1623	*	*	*	45	327	1610	1620	2100	1583	1200
Financial Analysts	3	126	1953	1952	*	*	*	16	275	1899	1921	*	*	*
Management Trainee	37	717	1527	1635	2000	1500	1167	170	1714	1633	1646	2100	1541	1333
Personnel & Labor Relations	3	22	1232	1584	*	*	*	11	72	1447	1585	*	*	*
COMPUTER & MATHEMATICAL														
Computer Programmers	24	261	2099	2160	2333	2118	1808	177	981	2113	2114	2425	2116	1833
Computer Scientists (incl Systems Analysts)	21	307	2072	2238	2333	2042	1900	156	1277	2211	2224	2458	2206	1916
Mathematicians/Statisticians	+	69	+	2054				6	175	1994	1999	*	*	*
MARKETING & SALES														
Advertising/Marketing	11	109	1481	1718	*	*	*	54	314	1639	1700	1917	1633	1333
Retail/Wholesale Sales	10	339	1537	1653	*	*	*	107	825	1655	1627	2167	1600	1265
Technical Sales	3	79	1500	1906	*	*	*	43	263	1708	1816	2083	1600	1333
ALL OTHER OCCUPATIONS														
Communications Occupations	1	20	940	1757	*	*	*	7	93	1375	1665	*	*	*
Engineers (Engrg Degree Required)	187	3110	2342	2340	2583	2375	2000	1563	10830	2329	2324	2700	2354	1933
Farm & Natural Resources Management	+	12	+	1524				6	45	1489	1618	*	*	*
Health-Related Occupations	+	3	+	1831				1	53	1416	1651	*	*	*
Insurance & Real Estate Occupations	4	70	1584	1586	*	*	*	14	139	1621	1626	*	*	*
Production Occupations	+	42	+	2048				21	166	2163	2013	2485	2250	1760
Researchers—Nonscientific	1	32	1333	1972	*	*	*	4	90	2092	1976	*	*	*
Researchers—Scientific	2	52	1422	2129	*	*	*	42	182	2132	2100	2666	2100	1575
Social Workers & Recreational Workers	+	10	+	1137				2	48	1468	1276	*	*	*
Transportation & Distribution Occupations	+	20	+	1774				6	57	2011	1765	*	*	*
Totals	367	6502						3274	22988					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported
† The 90th and 50th percentiles are the same in value because of a clustering of offers

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 4/12/86 THROUGH 5/9/86							CUMULATIVE PERIOD 9/1/85 THROUGH 5/9/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	14	37	$2226	$2054	*	*	*	186	365	$2276	$2140	$2500	$2250	$2083
MBA (Nontechnical Undergraduate)	20	278	2277	2721	$2500	$2313	$2000	97	757	2330	2533	2500	2333	2042
MBA (Technical Undergraduate)	1	54	1917	2748	*	*	*	19	154	2583	2677	*	*	*
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	1	28	2200	2602	*	*	*	3	86	2470	2429	*	*	*
Administration (incl. Public, Hospital, etc.)	+	3	+	2000				+	9	+	2039			
Industrial Mgmt. (incl. Industrial Admin.)	+	4	+	2682				+	16	+	2451			
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	2	+	1750				3	24	1470	1504	*	*	*
Social Sciences	2	4	2022	1726	*	*	*	3	28	1806	1642	*	*	*
ENGINEERING														
Chemical	1	17	2250	2664	*	*	*	25	111	2668	2674	2804	2692	2450
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	16	2170	2284	*	*	*	14	91	2454	2412	*	*	*
Electrical (incl. Computer Engrg.)	2	106	2769	2820	*	*	*	52	424	2786	2833	3000	2784	2583
Industrial	+	7	+	2710				4	38	2443	2669	*	*	*
Mechanical	+	26	+	2790				37	202	2725	2722	3050	2708	2165
Metallurgical (incl. Metallurgy & Ceramic Engrg.)[2]	+	13	+	2765				+	45	+	2718			
Nuclear (incl. Engrg. Physics)	+	2	+	2625				+	7	+	2832			
SCIENCES														
Chemistry	+	5	+	2117				1	20	2175	2285	*	*	*
Computer Science	6	82	2668	2845	*	*	*	23	277	2566	2784	3000	2525	2250
Geology & Related Geological Sciences	+	5	+	2715				14	39	2764	2548	*	*	*
Mathematics	1	10	2500	2471	*	*	*	2	34	2319	2611	*	*	*
Totals	49	699						483	2727					

[1] Percentiles are computed on regional data
+ No offers reported
* Not computed for fewer than 20 offers
[2] Previously reported under SCIENCES heading

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 4/12/86 THROUGH 5/9/86							CUMULATIVE PERIOD 9/1/85 THROUGH 5/9/86						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Nontech Undergraduate	+	116	+	$3033				29	286	$2917	$2793	$2945	$2416	$1833
MBA - Tech Undergraduate	+	27	+	3002				12	56	2555	2868	*	*	*
Over 2 to 4 years														
MBA - Nontech Undergraduate	+	214	+	3119				5	436	2260	3080	*	*	*
MBA - Tech Undergraduate	+	88	+	3284				4	147	2869	3192	*	*	*
Over 4 years														
MBA - Nontech Undergraduate	1	146	$2333	3217	*	*	*	2	314	2537	3159	*	*	*
MBA - Tech Undergraduate	+	54	+	3306				+	99	+	3211			
Totals	1	645						52	1338					
ENGINEERING														
Chemical	1	14	$3100	$3599	*	*	*	4	83	$3449	$3507	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	+	+	+				2	7	2258	2831	*	*	*
Electrical (incl. Computer Engrg.)	+	19	+	4058				4	65	3955	3900	*	*	*
Mechanical	+	3	+	3227				5	23	3578	3431	*	*	*
Metallurgical (incl. Metallurgy, Materials Engrg./Science & Ceramics)[3]	+	3	+	3405				+	28	+	3530			
SCIENCES														
Chemistry	1	19	3150	3187	*	*	*	2	93	2599	3123	*	*	*
Mathematics (incl. Oprs. Research, Statistics & Acturarial Science)	+	10	+	3308				1	19	3000	3303	*	*	*
Physics	+	8	+	3144				+	47	+	3489			
Totals	2	76						18	365					

DOCTORAL DEGREE CANDIDATES

[1] Years of previous full-time, nonmilitary employment
[2] Percentiles are computed on regional data
+ No offers reported
* Not computed for fewer than 20 offers
[3] Previously reported under SCIENCES heading

MAY 1986 SWPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1986 SWPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/12/86 THROUGH 05/09/86

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1919 2000 1688	47	1500	1	1917	1	1860	1				
BUSINESS ADMINISTRATION &			1488	4	1390	12						
MANAGEMENT INFO SYSTEMS	1933	1			1377	3						
MARKETING & DISTRIBUTION			1570	8	1477 1750 1200	24						
ECONOMICS			1938	2								
HUMANITIES					1380	3						
SOCIAL SCIENCES												

MAY 1986 SWPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1986 SWPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/12/86 THROUGH 05/09/86

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO/MECH-EQPT		BLDG MATERIAL	
AEROSPACE & AERONAUTICAL							2345	8				
CHEMICAL							2033	1	2500	1		
ELECTRICAL(INCL COMP ENG)	1958	1	2333	1	2333	1	2399	3				
CIVIL												
GEOLOGICAL												
INDUSTRIAL							2116	5	2267	3		

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AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1986 SWPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/12/86 THROUGH 05/09/86

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
MECHANICAL							2413	12	2400	3		
METALLURGICAL												
MINING & MINERAL												
NUCLEAR												
PETROLEUM			3383	1								
ENGINEERING TECHNOLOGY			1690	2	1835	1	2228	9				

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AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1986 SWPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/12/86 THROUGH 05/09/86

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
AGRICULTURAL												
ALLIED HEALTH PROFESSIONS												
BIOLOGICAL												
CHEMISTRY												
COMPUTER SCIENCE	1917	1	1875	1	1932	15	2146	12	1850	1		
MATHEMATICS							2320	1				
OTHER PHYSICAL & EARTH												

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AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1986 SWPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/12/86 THROUGH 05/09/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM. FAB METAL	
ACCOUNTING												
BUSINESS ADMINISTRATION &	1850	1			1900	1	1667	1				
MANAGEMENT INFO SYSTEMS												
MARKETING & DISTRIBUTION	1639	5	1292	2	1250	2	1672	3	1600	1		
ECONOMICS												
HUMANITIES												
SOCIAL SCIENCES												

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AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1986 SWPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/12/86 THROUGH 05/09/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM.FAB METAL	
AEROSPACE & AERONAUTICAL												
CHEMICAL	2313	6			2400	1						
ELECTRICAL(INCL COMP ENG)					2441 2335 2337	27						
CIVIL											2333	1
GEOLOGICAL												
INDUSTRIAL	2375	1	2240	1	2250	4	2000	1				

MAY 1986 SWPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1986 SWPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/12/86 THROUGH 05/09/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM. FAB METAL	
MECHANICAL	2403	3			2321	17	2384	7			2345	1
METALLURGICAL												
MINING & MINERAL												
NUCLEAR												
PETROLEUM	2200	1										
ENGINEERING TECHNOLOGY	1458	1	2250	1	2138	7	2250	1				

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AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1986 SWPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/12/86 THROUGH 05/09/86

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL		FOOD-BEVERAGE		GLASS-PAPER		PRIM.FAB METAL	
AGRICULTURAL												
ALLIED HEALTH PROFESSIONS												
BIOLOGICAL												
CHEMISTRY												
COMPUTER SCIENCE			2039	6	2156	4	2333	3				
MATHEMATICS			1500	1	1892	2	2000	1				
OTHER PHYSICAL & EARTH												

MAY 1986 SWPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1986 SWPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/12/86 THROUGH 05/09/86

CURRICULUM	PETROLEUM		RESEARCH, CON		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING	1769	1			1833	1						
BUSINESS ADMINISTRATION &												
MANAGEMENT INFO SYSTEMS					2103	1						
MARKETING & DISTRIBUTION			1333	1							1417	1
ECONOMICS												
HUMANITIES												
SOCIAL SCIENCES												

MAY 1986 SWPA INTERIM REPORT

AVERAGE MONTHLY SALARY OFFERS

BY CURRICULUM & EMPLOYER

MAY 1986 SWPA REGIONAL INTERIM REPORT

INTERIM PERIOD 04/12/86 THROUGH 05/09/86

CURRICULUM	PETROLEUM		RESEARCH, CON		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AEROSPACE & AERONAUTICAL							2142	1				
CHEMICAL	2559	4					2370	1				
ELECTRICAL(INCL COMP ENG)					2267	8	2140	2				
CIVIL			2042	1	2103	1	1745	2	1963	2		
GEOLOGICAL												
INDUSTRIAL												

MAY 1986 SWPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MAY 1986 SWPA REGIONAL INTERIM REPORT
INTERIM PERIOD 04/12/86 THROUGH 05/09/86

CURRICULUM	PETROLEUM		RESEARCH, CON		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MECHANICAL	2501	6			2397	3	2032	3				
METALLURGICAL												
MINING & MINERAL												
NUCLEAR												
PETROLEUM	2706	13					2000	1	3600	1		
ENGINEERING TECHNOLOGY	2667	3										

MAY 1986 SWPA INTERIM REPORT
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MAY 1986 SWPA REGIONAL INTERIM REPORT
INTERIM PERIOD 04/12/86 THROUGH 05/09/86

CURRICULUM	PETROLEUM		RESEARCH, CON		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURAL												
ALLIED HEALTH PROFESSIONS												
BIOLOGICAL			1575	1							1268	1
CHEMISTRY												
COMPUTER SCIENCE	2167	1			2383	1	2058	1	1504	1		
MATHEMATICS												
OTHER PHYSICAL & EARTH												

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 04/12/86 THROUGH 05/09/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1986 SWPA REGIONAL INTERIM REPORT

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA--NON-TECH	2396	4	2293	9	2250	2						
MBA--TECH							1917	1				

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 04/12/86 THROUGH 05/09/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1986 SWPA REGIONAL INTERIM REPORT

CURRICULUM	CHEMCLS-DRUG		COMP-BUS MACH		ELECTRICAL	FOOD-BEVERAGE	GLASS-PAPER	PRIM.FAB METAL
MBA--NON-TECH	2292	1	2067	3				
MBA--TECH								

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 04/12/86 THROUGH 05/09/86

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MAY 1986 SWPA REGIONAL INTERIM REPORT

CURRICULUM	PETROLEUM	RESEARCH, CON	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
MBA--NON-TECH	/ / /	/ / /	2337 1	/ / /	/ / /	/ / /
MBA--TECH	/ / /	/ / /	/ / /	/ / /	/ / /	/ / /